DATE: March 16, 2021

SUBJECT: REQUEST FOR PROPOSALS FOR INFORMATION TECHNOLOGY SERVICES

Pursuant to the On-Call Information Technology Services Request for Proposals (RFP), all proposers were to submit any questions regarding this RFP by no later than Thursday, March 4, 2021. Questions were to be answered in writing and all questions and responses were to be posted on the Department’s website.

Below is a list of questions received from proposers, and the Department’s response:

1. Q: What is your expectation for resume turnaround for task orders under this contract? Also average timeframe between request and need for candidate availability?
   A: This would depend on the needs of the required service. It has historically been two to three weeks for most task orders, however urgently needed work may be days.

2. Q: While we are happy to provide requested resumes, does the part recognize that these specific resources may not be available at the time in the future a task order is initiated?
   A: Yes.

3. Q: With regard to Renewal of Policies on Page 14, (section 4.4 Indemnity and Insurance Requirements): our insurance automatically renews annually. Do we need to change our policy to obtain a certificate prior to the renewal date?
   A: Your insurance broker updates your insurance information.

4. Q: Is the Business Tax Registration certificate required to submit a proposal? Or just prior to beginning work (if awarded)?
   A: This is not required at the time proposals are due. BTRC will be verified for firms that are selected to provide services.

5. Q: Can we please have details regarding IT/System landscape at the Port?
   A: The full range of IT services may be required to support the Port’s objectives per RFP Sections 1 and 2.
6. Q: Do we need to submit details/resumes regarding identified resources?
A: Actual resumes are required for the listed job positions in RFP Section 3.3.3.

7. Q: Is this a new RFP or there are any incumbents? If yes, can Port please share the names?
A: The three incumbents are Birdi and Associates, LanceSoft, and Sierra Cybernetics.

8. Q: Does the Port have any visa constraints for resources submitted? Is a resource on H1B visa acceptable?
A: Resources must be legally allowed to work in the US. Needed services may have specific requirements. Details will be provided when services are needed.

9. Q: Are all the resources required to work onsite? Or remote work is an option?
A: It depends on the requirements of the needed service. Details will be provided when services are needed.

10. Q: Is the Port good with offshore resources providing support?
A: No.

11. Q: Will Port pay for expenses separately for onsite travel? If yes, please share the reimbursement guidelines.
A: No. All expenses must be included in the maximum rates provided in Attachment 1.

12. Q: Does Port plan to select a single vendor or multiple vendors for this RFP?
A: One or more vendors may be selected. Three contracts were awarded from the previous RFP in 2018.

13. Q: Can we submit separate cost options for onsite Vs. offsite?
A: No. Maximum rates are to be provided.

14. Q: Can vendor bid on one of the services areas or is it mandatory to bid on all?
A: Vendor proposal must bid on all services listed in Attachment 1, either directly through its employees or through a subcontractor.

15. Q: What is the average term of staffing placement for each position/Title?
A: The term will vary depending on the needs of the Port. Specific requirements will be provided when a service is needed.

16. Q: What is the tentative start date for each position?
A: The start date will vary depend on the needs of the Port. Specific requirements will be provided when a service is needed.

17. Q: What is the notice period that Port will offer to fill a position?
A: See Question 1.
18. Q: We are not yet sure of when the project will start for each specific skill and hence the submitted resources might not be available at that time. Can we submit representative resumes or the Port needs specific resumes of individuals?
   A: See Question 6.

19. Q: Can the Port please provide the link to current SBE/VSBE vendors?
   A: Firms are encouraged to utilize LABAVN.org for outreach to potential subconsultants. A list of firms that have downloaded the RFP is attached to this document.

20. Q: Can the Port provide Microsoft Word copy or fillable PDF forms?
   A: The forms will be provided on the Port’s website.

21. Q: Any major projects planned in coming years which vendors should be aware of?
   A: None that are anticipated to affect this RFP.

22. Q: What is the “site” as referenced in Exhibit ‘F’ that any resources including a Project Manager need to be physically located at? Please provide the exact address and required hours of operations for any and all personnel whom are required to be on site.
   A: The Site in Exhibit “F” is any Port facility. Typically the main office building located at 425 S. Palos Verdes Street San Pedro, CA 90731. The Port’s business hours of operation are 7:00 am to 5:00 pm Monday thru Friday, however afterhours and weekend work hours may be required. Specific requirements will be provided when a service is needed.

23. Q: What are the working hours that are required to be supported by this contract?
   A: See Question 22.

24. Q: What if any work may be done remotely from personnel provided by this contract?
   A: See Question 9.

25. Q: What is the anticipated work volume per individual that is anticipated on an weekly, quarterly and annual basis?
   A: See Question 15.

26. Q: Are any work efforts anticipated as being part time less than 40 hours per week per position?
   A: See Question 15.

27. Q: Are any work efforts anticipated to be less than one year in duration? If so what are the expected periods of performance?
   A: See Question 15.
28. Q: For any on site locations what facilities will be provided to personnel eg desk space, office space, internet connectivity, break rooms or other?
   A: Basic work facilities will be provided for on-site work, including the items listed.

29. Q: The city has requested “Complete resumes” to be submitted as follows. Will the City allow for redacted resumes (obfuscating the name and contact information)? If not will the City sign NDA’s with the submitting vendor?
   A: Vendor may submit resumes with redacted name and contact information in their proposal. However, Port may request that information later to verify resumes during the evaluation process.

30. Q: Please provide the names of the incumbents and number of task orders awarded to each of them by job roles.
   A: See Question 7.

31. Q: What was the annual spending on these services solicited during the past three years?
   A: The total combined budget for all contracts from this RFP is estimated to be $1,333,333 per year.

32. Q: What is the estimated budget?
   A: See Question 31.

33. Q: What are the most frequently requested Pool Categories?
   A: Because this is for on-call services, the requested work will be as needed.

34. Q: Is there a page limit per candidate’s resume submission?
   A: No.

35. Q: What is the total hours per week, day, and duration of work for each role?
   A: See Question 15.

36. Q: Is the RFP for staff augmentation service?
   A: The RFP is for on-call IT services, which may include staff augmentation but also other IT service needs.

37. Q: On page 8, it asks to provide pricing for any proposed equipment, software, or hardware costs and other related expenses, the Attachment 1 mainly lists job roles. Does this apply?
   A: Provide pricing per Attachment 1.

38. Q: Is this required to be onsite, remote, (remote only), or a mixture?
   A: See Question 9.

39. Q: Is there anyway we can get job description details for each of these role?
A: Because this RFP is for on-call, as-need services, the full range of capabilities within each job title may be required. Specific requirements will be provided when a service is needed.

40. Q: Is there a time on March 11 when the RFP Response is due?
A: Responses will posted by End of Business, Thursday, March 18, 2021.

41. Q: Does “full range of services” mean every Job Title/Description item in Attachment 1?
A: A firm would have to be able to supply all services in Attachment 1. This can be supplied directly with its employees or by utilizing sub-contractors to supply all services.

42. Q: Or only for the services listed on page 8 of the RFP, for which you are also asking for resumes?
A: No.

43. Q: Questions regarding “Rates, Fees, and Budget Control on page 8: The first sentence asks for the “maximum hourly rate” for each service on Attachment 1, is the Port only looking for the most senior (translate to expensive) candidates for each role?
A: Costs provided for each job title in Attachment 1 must be the maximum hourly rate for your employees and the maximum percentage over cost for your subcontractors.

44. Q: The second sentence asks for hourly rates for all “proposed team members”. Are the “proposed team members” those individual for which you have asked for resumes on page 8?
A: Only the maximum hourly rates in Attachment 1 are required. When services are needed, the Port will ask for actual rates for the proposed team members of the specific requested service.

45. Q: Can rates for “proposed team members” be less that the “maximum hourly rate” on Attachment 1?
A: Yes. Actual rates may be less than the maximum depending on the specific requirements for the work when needed.

46. Q: If the rates for “proposed team members” can be different than the rates on Attachment 1, where would you like the “proposed team member” rates on our RFP Response?
A: See Questions 43 and 44.

47. Q: Please describe what the Port is looking for in regard to the request for respondents to “discuss any budget control measures”? Are you looking for a general discussion of how we try to help clients control their budget? Per the footnote on Attachment 1, costs are to be negotiated at contract time, so what budget are you asking our input-on controlling?
A: General discussion of how you will manage your costs to provide the Port with the best rates and services.

48. Q: How will the Port be using the “maximum hourly rate” on Attachment 1?
A: When services are needed, the Port will ask for actual rates based on specific requirements. The actual rates must be less than or equal to the maximum rates in Attachment 1.

49. Q: For example, if the Port wants to select the lowest cost Programmer, but the maximum hourly rate on Attachment 1 for Programmer is $200/hr. because they are a programmer with a rate programming language skill how will you know that most of our programmers are $100/hr?
A: When services are needed, the Port will review resumes and interview candidates for the specific requirements.

50. Q: Can you provide Job Descriptions for each Job Title/Description on Attachment 1? Our view of some of the categories may differ from the Ports. For example, a Finance System Specialist could mean an expert using Oracle Financial modules (either EBS or Cloud ERP), or it could mean a Finance System Specialist who is an expert, and possibly a CPA, who has designed systems and processes for financing projects and arranging for financing from 3rd parties. Very different skills and very different cost, but the same title.
A: See Question 39.

51. Q: Some of the Job/Title Descriptions are frequently used in the Information Technology Services sector, but some are not, such as: Auditor – are you looking for a CPA to perform financial audits?
A: See Question 39.

52. Q: Audio Visual Technician – are you looking for someone to work with and support cameras, sound systems, and projects that might be in a conference room?
A: See Question 39.

53. Q: Drafting Technician – are you looking for an architect / draftsman? Or a specialist with Computer Aided Design (CAD) skills?
A: See Question 39.

54. Q: If CAD Skills, which CAD system does the Port use?
A: See Question 39.

55. Q: IT Facilities Cleaning Service – are you looking for janitorial services with references for cleaning datacenters?
A: See Question 39.

56. Q: For some of the Job Title/Descriptions we need a little more information, which may come from a Job Description (prior question). For example:
Police Security System Specialists – which software do you use for your Police force, or is that not the skill you are looking for?

A: See Question 39.

57. Q: Human Resources System Specialist – are you looking for Oracle EBS or Oracle Cloud ERP or both? Or neither, just a generic HR systems person?

A: See Question 39.

58. Q: Business Intelligence Specialist – which BI tools is the Port using?

A: See Question 39.

59. Q: GIS Specialist – which GIS Software is the Port using?

A: See Question 39.

60. Q: Webmaster – which Web development Tools / Platform is the Port using?

A: See Question 39.

61. Q: Programmer – which programming languages does the Port have need for?

A: See Question 39.

62. Q: Database Administrator – which Database(s) does the Port use?

A: See Question 39.

63. Q: On Attachment 1 where you ask for Maximum % over Cost are you looking for our profit margin?

A: This is the maximum mark-up amount over your cost for the subcontractor.

64. Q: On Attachment 1 in the column where the Port asks, “Can You Provide? (Yes or No)”, if we say no to any of the Job Title / Descriptions (for example Auditor or IT Facilities Cleaning Service) will our firm be eliminated from consideration?

A: Yes. See Question 41.

65. Q: Is there a process whereby the Port will help vendors who wish to service the Port, but do not have all the skills on Attachment 1, to connect with other vendors also interested in serving the Port that may possess the skills we lack and visa versa so that if we combine our RFP response we could be a more appealing candidate in the Ports eyes?

A: Firms are encouraged to utilize LABAVN.org for outreach to potential subconsultants. A list of firms that have downloaded the RFP is attached to this document.

66. Q: Will the Port be posting any responses to questions before March 11, or will all questions be answered only on a post on March 11?

A: All questions and responses will be included in one (1) document and posted to the LABAVN.org and the Port’s website by March 18, 2021.
67. Q: What are the technology stacks and experience requirements involved with each position? IT Security Specialist?
   A: See Question 39.

68. Q: Certified Microsoft Exchange Server Specialist?
   A: See Question 39.

69. Q: Certified Microsoft Enterprise Messaging Administrator?
   A: See Question 39.

70. Q: Systems Analyst?
   A: See Question 39.

71. Q: Database Administrator?
   A: See Question 39.

72. Q: Computer Operator / Computer Helpdesk?
   A: See Question 39.

73. Q: Network Engineer?
   A: See Question 39.

74. Q: Project Manager?
   A: See Question 39.

75. Q: Project Scheduler / Coordinator?
   A: See Question 39.

76. Q: Business Intelligence Specialist?
   A: See Question 39.

77. Q: Web Application Developer?
   A: See Question 39.

78. Q: System Programmer?
   A: See Question 39.

79. Q: What is the duration of the engagement?
   A: Duration will vary depending on the needs of the Port. Specific requirements will be provided when services are needed.

80. Q: Is contract fixed bid or Time and Materials?
   A: When work is needed, the specific requirements will be provided, including if it is for a fixed price or for time and materials.

81. Q: Which Network products does the Port use? Cisco, Juniper or any other?
   A: See Question 39.
82. Q: Please specify the type of resources required, whether they should be Onsite or Remote (Onshore).
   A: See Question 9.

83. Q: Under the Section 3 Personnel and Staffing, can we provide sample resumes of the technical staff for various IT positions mentioned?
   A: See Question 6.

84. Q: We are not SBE/VSEBE, can we subcontract to receive SBE/VSEBE credit?
   A: Firms are encouraged to utilize LABAVN.org for outreach to potential subconsultants. A list of firms that have downloaded the RFP is attached to this document.

85. Q: Can we receive Local Business Enterprise (LBE) preference of 85 if we subcontract with a LBE firm?
   A: Only firms that are certified as LBE will receive credit. No partial credit will be given.

86. Q: Is there any incumbent working on this contract? If yes, can we get the incumbent name & pricing?
   A: See Question 7.

87. Q: What is the estimated budget for the RFP?
   A: See Question 32.

88. Q: What is the spending on last Contract?
   A: See Question 32.

89. Q: Will LA Port be open to negotiating certain contract terms such as limits of liability?
   A: As noted on RFP Page 2, if your firm cannot agree to the requirements exactly as set forth in this RFP, please do not submit a proposal.

90. Q: What will be the anticipated number of positions release under this contract?
   A: Unknown. Specific requirements will be provided when a service is needed.

91. Q: Will this opportunity contain only T&M or SOW/project-based requirements or a combination of both? Please specify.
   A: See Question 80.

92. Q: Will the selected resources be required Full-time or part-time? If part-time is there a minimum hours’ commitment?
   A: See Question 90.

93. Q: Is agency is looking for actual resumes or sample resumes will work as part of our response?
   A: See Question 6.

94. Q: Is there a page-limit on the length of the resumes?
95. Q: What is the process for requesting consultants?
   A: See RFP Section 2.2.

96. Q: Can we provide exception to Terms & Condition?
   A: See Question 89.

97. Q: Is there a Link from where we can get the directory of SBE & LBE Certified Vendors?
   A: Firms are encouraged to utilize LABAVN.org for outreach to potential subconsultants. A list of firms that have downloaded the RFP is attached to this document.

98. Q: Do we need to submit the COI Document (with City as Additional Insured) with our response or we can submit this at the time of award?
   A: Please see section 3.3 of the RFP regarding Insurance Verification Documents. We will only accept a letter from the firm’s insurance broker as proof of ability to meet insurance requirements. NO SUBSTITUTIONS WILL BE ACCEPTED.

99. Q: What does the Department mean by On-Call IT Services? How is this different from standard as needed project or staffing services?
   A: See RFP Section 2.

100. Q: Is it Mandatory for the Firms to be certified as SBEs or Very Small Business Enterprises (VSBE) through LABAVN or can they be certified through California Unified Certification Program (CUCP)?
    A: To meet the SBE/VSBE requirements, any certification listed on the Consultant Description Form must be reflected on firm’s LABAVN.org profile. Instructions on how to upload certifications can be found on LABAVN.org.

101. Q: Can the work be performed from offsite and remote locations as well?
     A: See Question 9.

102. Q: Are you open to offshore resources also? If yes, can we submit offshore pricing?
     A: No.

103. Q: We assume that we have to provide a total of three (3) vendor references, not for each service listed in Attachment 1. Please confirm.
     A: Yes. Total of three vendor references. Not for each service.

104. Q: If the answer to above question is NO, can we propose the same project/client reference for more than one service, wherever applicable?
     A: N/A. Question 103 (above question) answer is Yes.

105. Q: How many resumes are to be provided against each of the nine (12) services listed on Page 8 of the RFQ document?
A: Minimum of one resume for each service.

106. Q: Can we propose new/replace any of the proposed team members at the time of actual project directive process?
A: Yes.

107. Q: Can the Department provide definition for each of the Service listed in Attachment 1 including job description, experience level required and any other requirement?
A: See Question 39.

108. Q: Would the Department be awarding contracts within a specific Rate Range?
A: Contract award will be based on Exhibit F – RFP Selection Evaluation Form.

109. Q: What is the budget allocated for this contract?
A: See Question 32.

110. Q: Per Attachment 1, we assume that in the Maximum Hourly Rate (For Employees) column, we only have to provide rates for the nine (12) services mentioned on Page 8 of the RFQ document?
A: No. Rates must be provided for every job title in Attachment 1. Rates must be the maximum hourly rate for your employees and the maximum percentage over your cost for your subcontractors.

111. Q: What would be the minimum length of such projects for which Authority would require resources?
A: See Question 90.

112. Q: Can we provide an Hourly/Bill Rate range for both Onsite & Offsite option depending on different experience level or can we only provide a single or maximum rate for each Title/role?
A: See Question 13.

113. Q: What does the Department mean by Key personnel? We assume that we need to provide qualifications of our Account Manager and other Account Management Team who would be dedicated to this contract, not the technology SMEs. Please confirm.
A: Correct.

114. Q: Will the projects/task orders/resume requests that might come in during this contract term be on Time & Material basis, Fixed cost or both?
A: See Question 80.

115. Q: There are SBE and VSBE requirements. If our firm is SBE and Micro-SBE, do we need to meet the VSBE requirement?
A: To meet the SBE/VSBE requirements, any certification listed on the Consultant Description Form must be reflected on firms LABAVN.org profile. Instructions on how to upload certifications can be found on LABAVN.org.
116. Q: For the LABVN SBE/VSBE outreach, do we need to provide proof of the outreach in the proposal?
   A: Firms are encouraged to utilize LABAVN.org for outreach to potential subconsultants. A list of firms that have downloaded the RFP is attached to this document.

117. Q: Who is the incumbent for your IT Services currently, how long have they been on agreement with the city and how are they meeting requirements specified on Page 9 of the RFP?
   A: See Question 7. All three agreements were awarded in October 2018.

118. Q: Why must the RFP respondent meet all full range of services such as facilities services if the Port of Los Angeles will be making multiple awards (Page 23 of RFP) – Example: We are an IT company not a cleaning facility? (Note: These are not listed on 12 Roles)
   A: The full range of services is needed because this RFP is for on-call IT services and it is possible that any of the services in Attachment 1 may be needed over the 3-year term of the contract. You may propose to utilize a subcontractor for services that your company does not provide.

119. Q: If a firm is one of the awardees of the On-call Information Technology Services contract, will that exclude us from responding to the next Port of Los Angeles Hardware RFP.
   A: No.

120. Q: What are Port of Los Angeles’s current [APPLICABLE RATES] for the positions listed in the solicitation?
   A: Actual rates depend on the requirements for the work when needed.

121. Q: What is Port of Los Angeles’s historical usage and yearly spend for this contract during the past three (3) years?
   A: See Question 32.

122. Q: What is the anticipated annual and total spend for this contract?
   A: See Question 32.

123. Q: How many awards does Port of Los Angeles anticipate making?
   A: See Question 12.

124. Q: When does Port of Los Angeles anticipate completing its evaluation and notifying respondents of its recommended awardee(s)?
   A: Notification of awardee(s) will be when the recommendation is presented to the Board of Harbor Commissioners for approval.

125. Q: Are respondents required to bid on all positions in order to be deemed responsive?
   A: Yes. See Question 14.
126. Q: If not all-or-nothing, will bidding on only select positions negatively impact respondents’ evaluation score?
A: N/A. See Question 125.

127. Q: What specific background checks and/or drug screens are required of the temporary staff?
A: Specific requirements will be provided when a service is needed.

128. Q: To ensure FCRA compliance, it is our company’s policy to provide clients with an attestation of completion of background check pursuant to client’s requirements, but not the actual results. Will Port of Los Angeles accept letters of attestation in lieu of actual background check results?
A: Specific requirements will be provided when a service is needed.

129. Q: Will respondents be allowed to pass through the costs for background checks and drug screens (at no additional markup) to Port of Los Angeles?
A: No.

130. Q: Will respondents be disqualified or adversely impacted during the evaluation process if they were to submit exceptions to Port of Los Angeles?
A: See Question 89.

131. Q: With respect to Affordable Care Act (ACA) costs, would [CLIENT] prefer these charges as a separate line item on the invoices, or instead incorporated directly into each respondent’s proposed rates? Please clarify.
A: Maximum rates are to be provided in Attachment 1, inclusive of all costs.

132. Q: If government-mandated costs or expenses are enacted during the contract term, will respondents be allowed to request rate increases to cover these higher rates?
A: No.

133. Q: Does Port of Los Angeles have a sample contract that respondents can review?

134. Q: Does the Port of Los Angeles have an estimate on the minimum and maximum amount of staff and engagement duration it expects to request through each of the Project Directives?
A: See Question 39.

135. Q: Does the Port of Los Angeles have an estimate of the amount of lead-time it expects to provide to resource(s) start date, and secondly what the onboarding timing is estimated to enable a resource to work (completing the onboarding process)?
A: See Question 1.

136. Q: How many total IT Security resources are needed?
137. Q: Are you looking for a team to co-managed the Security Operations center?
   A: No. Any of the services in Attachment 1 may be needed.
138. Q: Can you list the positions that can be US Based remote?
   A: See Question 9.
139. Q: What roles needs to be onsite?
   A: See Question 9.
140. Q: Are any positions 2nd or 3rd shift?
   A: No.
141. Q: What are the minimum certifications needed for each role?
   A: See Question 39.
142. Q: Are you looking for the resources need to be FTE of vendor?
   A: Resources must be either vendor’s employee or subcontractor.
143. Q: Is pay based on GSA levels?
   A: No.
144. Q: What is the lead time to fill the positions or roles?
   A: See Question 1.
145. Q: Are the positions in blocks of hours, weekly, monthly?
   A: See Question 79.
146. Q: Will there be any bundled projects?
   A: See Question 80.
147. Q: What are the length of the Project Management Contracts?
   A: See Question 79.
148. Q: What are the certifications needed for each role? Ex. CISSP for IT Enterprise Architect.
   A: See Question 39.
149. Q: How many hours are anticipated for each role?
   A: See Question 79.
150. Q: What is the goal number of companies to work with on the contract?
   A: See Question 12.
151. Q: Is TSA or other clearance required for any role? Will you pay for this?
   A: See Question 39. All costs must be included in the maximum hourly rate proposed in Attachment 1.
152. **Q:** Do certain positions have requirements from manufacturers (Palo Alto, Microsoft), if so which ones?
   **A:** See Question 39.

153. **Q:** What Project Management certifications are needed?
   **A:** See Question 39.

154. **Q:** Do you have a list of vendors supported for each role?
   **A:** See Question 39.

155. **Q:** How many hours have you budgeted for each position per week, per month, per year?
   **A:** The budget is for the overall contract. Not for each position. See Question 32 for overall contract budget.

156. **Q:** Can we bid on certain positions?
   **A:** No. See Question 41.

157. **Q:** Do we have to bid for all roles?
   **A:** Yes. See Question 41.

158. **Q:** What are the SLA expectations of response time of new hires positions?
   **A:** See Question 39.

159. **Q:** How many total contractors do you expect to use?
   **A:** See Question 12.

160. **Q:** Should we include a cost of living increase like GSA contracts do?
   **A:** Submit maximum pricing for years 1, 2 and 3 of the contract per Attachment 1.

161. **Q:** Do we need to provide resumes for all 12 services listed on page 8 section 3- Personnel Staffing?
   **A:** Yes. See Question 6.

162. **Q:** Do you want sample resumes?
   **A:** Actual resumes. See Question 6.

163. **Q:** What is the current structure of the team?
   **A:** See Question 39.

164. **Q:** "Statement 1: Firms must be certified as SBEs or Very Small Business Enterprises (VSBE) through LABAVN at the time proposals are due. Statement 2: Firms may certify as SBE (Proprietary) and VSBE (Harbor) by completing the SBE (Proprietary) application (Exhibit C)." Can one of two statements be achieved to fulfill the SBE and VSBE requirements or should an offeror fulfill both?
   **A:** Both SBE and VSBE requirements must be met. Any proposal that does not meet the 30% SBE, 5% VSBE requirement will be deemed non-responsive. NO
EXCEPTIONS WILL BE MADE. To meet the SBE/VSBE requirements, certification listed on the Consultant Description Form must be reflected on firm’s LABAVN.org profile. Instructions on how to upload certifications can be found on LABAVN.org.

165. Q: Are there any bargaining agreements in place for this RFP?
   A: See Question 39.

166. Q: Are any of the positions Union?
   A: See Question 39.

167. Q: We would like to get clarification on Lines 42 and 43 of the Attachment 1 pricing sheet. Can you provide an example of what the Other Services would include on Line 42? Or can we propose other write in services here?
   A: Any IT service not listed in Items 1-41 that might be needed to fulfill the objectives of the Port.

168. Q: Can we break out Items on Line 42 into Categories? For example, an item like misc. materials would typically have a different markup from cost than say a firm fixed priced services engagement.
   A: No. Only the maximum rate should be provided in Attachment 1. When specific work or items are needed, the actual rates or markup may be less.

169. Q: We can offer different rates that are advantageous to the port depending on the types of roles that are required. Can we propose rates for both Staff Augmentation roles and Project based roles?
   A: No. See Question 168 and 39.

170. Q: Line item 35 in Attachment 1 – IT Infrastructure Construction/Craft worker, could you provide more details on the job description of this worker?
   A: See Question 39.

171. Q: Line item 40 in Attachment 1 – Trainer, could you provide more details on what training(s) this trainer will need to perform?
   A: See Question 39.
<table>
<thead>
<tr>
<th>Last Name</th>
<th>First Name</th>
<th>E-Mail</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baadkar</td>
<td>Shobhit</td>
<td><a href="mailto:sbaadkar@titanaec.com">sbaadkar@titanaec.com</a></td>
<td>Nexus AEC, LLC dba TITAN AEC</td>
</tr>
<tr>
<td>Chaturvedi</td>
<td>Rashmi</td>
<td><a href="mailto:publicsector_RFP@kaygen.com">publicsector_RFP@kaygen.com</a></td>
<td>Kaygen</td>
</tr>
<tr>
<td>Cherumandanda</td>
<td>Subbaiah</td>
<td><a href="mailto:sales@satwic.com">sales@satwic.com</a></td>
<td>Satwic Inc.</td>
</tr>
<tr>
<td>Estrada</td>
<td>Rafael</td>
<td><a href="mailto:bids@estradaci.com">bids@estradaci.com</a></td>
<td>Estrada Consulting Inc</td>
</tr>
<tr>
<td>Goyal</td>
<td>Devendra</td>
<td><a href="mailto:info@thinkaicorp.com">info@thinkaicorp.com</a></td>
<td>Think AI Consulting Corporation</td>
</tr>
<tr>
<td>Harjani</td>
<td>Sandeep</td>
<td><a href="mailto:statebids@infojinconsulting.com">statebids@infojinconsulting.com</a></td>
<td>Infojini, Inc.</td>
</tr>
<tr>
<td>Holguin</td>
<td>Mitchell</td>
<td><a href="mailto:mholguin@netsync.com">mholguin@netsync.com</a></td>
<td>Netsync Network Solutions</td>
</tr>
<tr>
<td>Hsieh</td>
<td>Cathy</td>
<td><a href="mailto:sales@kambrian.com">sales@kambrian.com</a></td>
<td>Kambrian Corporation</td>
</tr>
<tr>
<td>Kelly</td>
<td>Tiffany</td>
<td><a href="mailto:support@ikwsolutions.com">support@ikwsolutions.com</a></td>
<td>iKW Solutions</td>
</tr>
<tr>
<td>Kulshrestha</td>
<td>Anurag</td>
<td><a href="mailto:anurag@anantics.com">anurag@anantics.com</a></td>
<td>Superior Information Technologies, LLC. dba ANANTICS</td>
</tr>
<tr>
<td>LLC</td>
<td>COOLSOFT</td>
<td><a href="mailto:contract@coolsofttech.com">contract@coolsofttech.com</a></td>
<td>Coolsoft LLC</td>
</tr>
<tr>
<td>LaPlante</td>
<td>Carl</td>
<td><a href="mailto:claplante@sierracyber.com">claplante@sierracyber.com</a></td>
<td>Sierra Cybernetics, Inc.</td>
</tr>
<tr>
<td>Moses</td>
<td>Lernik</td>
<td><a href="mailto:lmoses@idmgroups.com">lmoses@idmgroups.com</a></td>
<td>idmgroups LLC</td>
</tr>
<tr>
<td>Nandivada</td>
<td>Ravi</td>
<td><a href="mailto:nandivada@intueor.com">nandivada@intueor.com</a></td>
<td>Intueor Consulting, Inc.</td>
</tr>
<tr>
<td>Odokara</td>
<td>Michael</td>
<td><a href="mailto:modokaraokigbo@gmail.com">modokaraokigbo@gmail.com</a></td>
<td>ESM Global Productions LLC</td>
</tr>
<tr>
<td>Pacheco</td>
<td>Erik</td>
<td><a href="mailto:rfp@ejamerica.com">rfp@ejamerica.com</a></td>
<td>eJangar, Inc</td>
</tr>
<tr>
<td>Padgaonkar</td>
<td>Vandana</td>
<td><a href="mailto:rfp@v3it.com">rfp@v3it.com</a></td>
<td>V3iT Consulting Inc</td>
</tr>
<tr>
<td>Pak</td>
<td>Han</td>
<td><a href="mailto:hpak@gohpcg.com">hpak@gohpcg.com</a></td>
<td>HP Consulting Group</td>
</tr>
<tr>
<td>Rao</td>
<td>Gopal</td>
<td><a href="mailto:gopal.k@wati.com">gopal.k@wati.com</a></td>
<td>West Advanced Technologies, Inc.</td>
</tr>
<tr>
<td>Rathod</td>
<td>Bhavesh</td>
<td><a href="mailto:operations@triforce-inc.com">operations@triforce-inc.com</a></td>
<td>TRI-FORCE CONSULTING SERVICES INC.</td>
</tr>
<tr>
<td>Riggio</td>
<td>James</td>
<td><a href="mailto:bids@birdi-inc.com">bids@birdi-inc.com</a></td>
<td>Birdi &amp; Associates Inc.</td>
</tr>
<tr>
<td>Saxena</td>
<td>Nidhi</td>
<td><a href="mailto:contact@datamanusa.com">contact@datamanusa.com</a></td>
<td>DatamanUSA LLC</td>
</tr>
<tr>
<td>Sharma</td>
<td>Shikha</td>
<td><a href="mailto:sledbids@tscti.com">sledbids@tscti.com</a></td>
<td>22nd Century Technologies, Inc.</td>
</tr>
<tr>
<td>Talwar</td>
<td>Eric</td>
<td><a href="mailto:bidnotify@catconsult.com">bidnotify@catconsult.com</a></td>
<td>Catalyst Consulting Group, Inc.</td>
</tr>
<tr>
<td>Wong</td>
<td>Paula</td>
<td><a href="mailto:paula@accendnetworks.com">paula@accendnetworks.com</a></td>
<td>Accend Networks</td>
</tr>
<tr>
<td>Yunus</td>
<td>Imran</td>
<td><a href="mailto:bidteam@zones.com">bidteam@zones.com</a></td>
<td>Zones LLC</td>
</tr>
</tbody>
</table>